

**COMMENT AND REVIEW**  
to the  
REQUEST FOR PROPOSAL (RFP) #032119  
Entitled

**HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES**

The following advertisement was placed in Oregon's *Daily Journal of Commerce* on February 1, 2019 and January 31, 2019 in Utah's *The Salt Lake Tribune*, in *USA Today*, in South Carolina's *The State*, and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Biddingo, Merx, The New York State Contract Reporter website [www.nyscr.ny.gov](http://www.nyscr.ny.gov), Onvia website [www.onvia.com](http://www.onvia.com), and PublicPurchase.com:

*Sourcewell, formerly the National Joint Powers Alliance® (NJPA), on behalf of Sourcewell and its current and potential member agencies, which includes all governmental, higher education, K-12 education, not-for-profit, tribal government, and all other public agencies located in all fifty states, Canada, and internationally, issues this Request For Proposal (RFP) to result in a national contract solution for the procurement of #032119 HEAVY CONSTRUCTION EQUIPMENT WITH RELATED ACCESSORIES, ATTACHMENTS, AND SUPPLIES. Details of this RFP are available beginning January 31, 2019. Details may be obtained by letter of request to James Voelker, Sourcewell, 202 12th Street Northeast, P.O. Box 219, Staples, MN 56479, or by e-mail at [RFP@sourcewell-mn.gov](mailto:RFP@sourcewell-mn.gov). Proposals will be received until March 21, 2019 at 4:30 p.m. Central Time at the above address and opened March 22, 2019 at 8:30 a.m. Central Time.*

RFPs were requested by and distributed to:

Able Equipment Rental	Komatsu America Corp.
AGS Safety and Supply	Lanfegels Equipment Co. LLC
Ahern Rentals	Leschak Kitchens Mob, LLC
Alden Equipment, Inc.	Liddell Industries, Inc.
All American Poly Corp.	Link Belt Cranes
All Around Access LLC	Manitex
Anderson Equipment Co.	Manitou
ASV Holdings, Inc.	Manitowoc
Bear Cat Mfg.	Mazergroup
Ben Berg Farm & Industrial equipment Ltd.	M-B Companies
Bid Ocean, Inc.	McCloskey International Ltd.
Black River Contracting	Midwest Equipment Auctions
Bobcat of Helena	MTZ Equipment
Bobcat/Doosan/Clark Equip.	NorMont Equipment Company
BOMAG	Nortrax Canada Inc.
C&B Billings	Odyne Systems
CASE Construction	Office Tree Products
Cashman Equipment Co	Paladin Attachments
Caterpillar, Inc.	Pape Machinery, Inc.

Central Maine Equipment Company	Prime Vendor Inc.
Central Power Systems and Services	Princeton Planning & Project Management, PLLC
ConstructConnect	Prinoth Ltd
Construction Industry Center	RDO Equipment
CSS, Inc.	Reclaim Asphalt
Cutting Edge Excavation	Road Widener LLC
Deltek	Roadtec Inc
Diesel Machinery Inc	Royal Truck & Equipment
Doggett Machinery	RSC Bio Solutions
Doosan Portable Power	SmartProcure
Dynapac North America	Stan Houston Equipment
Earthworks equipment Corporation	State of Oregon
EKA	Suffolk County Brake Service Inc.
Evergreen Specialty Services	Sunbelt Rentals Canada
Federal Contracts Corporation	Technology International, Inc
Franssen Motors Dubai Jet City Equipment	Terex/Genie
FST Canada Inc. o/a Joe Johnson Equipment	Terramac LLC
Government Solutions Team, LLC	Thompson Pump
Green Climber NA	Titan Machinery
H.O. Penn Machinery Company	Toromont Cat
Hartford Truck Equipment Inc	Tracey Road Equipment Inc
HilBilt Sales	Tri-State Truck & Equipment
Hi-Line Rental, LLC	United Rentals
Holt Co	Volvo
Hyundai Construction Equipment Americas	Wacker Neuson Corporation
J.Gross Equipment	Washington State Department of Enterprise Services
JCB	Western Material Handling
John Deere	Wirtgen
Kleis Equipment	XCMG North America Corp.
Kobelco Construction Machinery, U.S.A.	Yeager Enterprises LLC

Proposals were opened on March 22, 2019, at Sourcewell, formerly the National Joint Powers Alliance (NJPA) offices located at 202 12th Street Northeast in Staples, Minnesota 56479, from the following:

- BOMAG Americas, Inc.
- Caterpillar Inc.
- CNH Industrial America LLC
- Doggett Heavy Machinery
- Doosan Infracore North America, LLC
- Dynapac North America LLC
- Grove U.S. L.L.C. (dba Manitowac)
- Hyundai Construction Equipment Americas, Inc.
- John Deere Construction Retail Sales

Kobelco Construction Machinery USA, Inc.  
Komatsu America Corp.  
Link Belt Cranes  
Roadtec, Inc  
Volvo Construction Equipment North America, LLC  
Wirtgen America, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

James Voelker, CPCM, CFCM, Procurement Lead Analyst  
Greg Grunig, Sourcewell Procurement Lead Analyst  
Carol Jackson, Sourcewell Procurement Analyst III  
Michael Munoz, Sourcewell Procurement Analyst III  
Craig West, Sourcewell Procurement Analyst II

**The findings of the Proposal Evaluation Committee are summarized as follows:**

The Proposal Evaluation Committee used the Sourcewell RFP evaluation criteria and determined that all proposal responses met Level-One responsiveness except for the response received from Doggett Heavy Machinery. The response of Doggett Heavy Machinery was determined to be Level-One non-responsive because the questions on Forms A and P were not answered. All other proposals were found to be responsive and were evaluated.

BOMAG Americas, Inc. is a manufacturer that specializes in roadway construction equipment. BOMAG Americas offers asphalt pavers, screeds, milling machines, rollers and more. The ECO package available on most of their compaction equipment allows for up to a 20 percent reduction in fuel consumption. BOMAG Americas has a strong sales and distribution network throughout the United States and Canada to meet Member needs. BOMAG Americas offers a significant discount for Sourcewell Members.

Caterpillar, Inc provides an extensive line of construction equipment that includes multiple varieties of wheel and track loaders, excavators, skid steers, motor graders, rollers and pavers just to name a few. Remote monitoring and telematics are available on every machine allowing Members to monitor machine health and operation. Caterpillar has an extensive network of approximately 600 authorized dealer locations and 167 rental stores in the United States and Canada that will serve Sourcewell Members. They offer Members a competitive discount on pricing.

CNH Industrial America LLC's construction equipment catalog offers a full complement of backhoes, dozers, motor graders, compaction equipment, rough terrain forklifts, wheel loaders and excavators of different sizes and designs. Case's Heavy Equipment line receive Case ProCare which includes a factory warranty and planned maintenance for the first 3 years/3000 hours and a 3-year advanced telematics subscription. CNH boasts a dedicated dealer network of over 1100 locations across North America. CNH provides Members a solid discount from MSRP.



Grove U.S. LLC dba Manitowoc's product offering includes industrial, rough terrain, all-terrain, lattice and hydraulic crawler, truck mounted and boom truck cranes. Manitowoc includes an initial operation and maintenance training package as part of delivery with every purchase at no additional charge. Manitowoc's robust dealer network is located throughout the United States and Canada. They are offering Members a strong discount from published list prices.

Hyundai Construction Equipment Americas, Inc. provides multiple models of construction equipment including excavators in a range of sizes, wheel loaders, compaction rollers and hydraulic breakers. Hyundai's excavators and wheel loaders have the All Around View Monitoring (AAVM) camera system that provides a 360 degree field of view to the operator available as an enhanced safety feature. Hyundai is prepared to serve Members through a distribution network covering the United States and Canada. Hyundai also offers a competitive discount from catalog prices.

John Deere Construction Retail Sales catalog offers a comprehensive solution of construction equipment including, but not limited to backhoes, crawler, tractor and wheel loaders, dozers, excavators, motor graders and skid steers. John Deere's WorkSight suite of technologies provides features including JDLINK Telematics, machine health prognostics, remote diagnostics and programming, payload weighing and grade control. John Deere's extensive dealer network of nearly 1,500 locations in the United States and Canada stands ready to support Members. John Deere offers Sourcewell Members a significant discount from list prices.

Komatsu America Corp. is providing Sourcewell Members a deep selection of construction equipment including excavators, crawler dozers, motor graders, excavators and wheel loaders. Komatsu also offers two models of hybrid excavators which decrease fuel consumption by up to 20 percent, reduce carbon dioxide emissions and provide a quieter operating environment. Their large dealer network and ten regional parts depots are located across North America to serve Members. Komatsu provides a strong discount from list prices.

Link Belt Cranes offers a wide selection cranes including lattice crawler, telescopic crawler, telescopic rough terrain, telescopic truck and all-terrain models. Link Belt provides a free 24-month subscription to their iCraneTrax Lite telematics network. Their distribution sales team and technicians are located across North America to provide sales and service support. Link Belt offers Members a competitive discount from list prices.

Volvo Construction Equipment North America, LLC catalog includes an extensive array of construction equipment including wheel loaders, excavators, haulers, compactors, pavers, skid steers and compact track loaders. Volvo Co-Pilot offers a fully integrated and supported touch screen machine indication system to machine and operator performance. Volvo's large dealer network is ready to serve Sourcewell Members throughout the United States and Canada. Their pricing proposal offers Members a solid discount from MSRP.

For these reasons, the Sourcewell Proposal Review Committee recommends award of Sourcewell Contract #032119 to:

BOMAG Americas, Inc.	#032119-BAI
Caterpillar, Inc.	#032119-CAT
CNH Industrial America LLC	#032119-CNH
Grove U.S. LLC dba Manitowoc	#032119-GUS

Hyundai Construction Equipment Americas, Inc.  
John Deere Construction Retail Sales  
Komatsu America Corp.  
Link Belt Cranes  
Volvo Construction Equipment North America, LLC

#032119-HCE  
#032119-JDC  
#032119-KOM  
#032119-LIN  
#032119-VCE

The preceding recommendations were approved on May 9, 2019.

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*James Voelker*

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James Voelker, CPCM, CFCM, Sourcewell Procurement Lead Analyst

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*Craig West*

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Craig West, Sourcewell Procurement Analyst II